

|  | Monday  | Wednesday                 | Friday                                       | Reading   |
|--|---|---------------------------|--|---|
| <b>J<br/>A<br/>N<br/>U<br/>A<br/>R<br/>Y</b>       | 5   | 7                         | 9  |   |
|  |   |                           | Radio commentary outline due                 | Chapter 1: Why Study Persuasion?<br>Chapter 2: What Constitutes Persuasion?                     |
|  | 12  | 14                        | 16   |   |
|  | All about citations<br>Peer editing<br>Radio Commentary rough draft due | Quiz on Chapters 1 and 2  | Radio commentary due                         | Chapter 4: Credibility<br>Chapter 5: Communicator Characteristics and Persuasibility            |
|  | 19  | 21                        | 23   |   |
|  | No School   | Quiz on Chapters 4 and 5  |  | Chapter 7: Language and Persuasion<br>Chapter 8: Nonverbal Influence                            |
|  | 26  | 28                        | 30   |   |
|  | Teacher Work Day  | Quiz on Chapter 7 and 8   | Debate 1                                     |   |
| <b>F<br/>E<br/>B<br/>R<br/>U<br/>A<br/>R<br/>Y</b> | 2   | 4                         | 6  |   |
|  |   |                           | Teacher Work Day                             | Chapter 9: Structuring and Ordering Persuasive Messages<br>Chapter 16: The Ethics of Persuasion |
|  | 9   | 11                        | 13   |   |
|  | Legal brief rough draft due   | Quiz on Chapters 9 and 16 | Legal Brief Speech due                       | Chapter 15: Esoteric Forms of Persuasion  |
|  | 16  | 18                        | 20   |   |
|  | No School   | Chapter 15 quiz           |  |   |
|  | 23  | 25                        | 27   |   |
| <b>M<br/>A<br/>R<br/>C<br/>H</b>                   |   |                           | Debate 2                                     |   |
|  | 2   | 4                         | 6  |   |
|  |   |                           | Sales speech rough draft due<br>Peer editing |   |
|  | 9   | 11                        | 13   |   |
|  |   | Sales Speech Due          |  |   |
|  | 16  | 18                        | 20   |   |
|  | Final   |                           | Teacher Work Day                             |   |